



## GTN European Trade Leads for Oct. 4 – Oct. 18

**RFQ NAME:** Organic sugar and pectin

**SECTOR:** Agribusiness

**DATE APPROVED:** 10/10/02

**RFQ NUMBER:** RBA20021010645

**DESCRIPTION:**

The most significant food processor of fruit and vegetable and producer of a wide variety of beverages in Bosnia and Herzegovina seeks to purchase:

- Organic sugar - 18 tons for the present production season. Organic sugar must be certified by KRAV or other companies which are recognized by KRAV. KRAV encourages international trade with organic products, provided that a certification body recognized by KRAV certifies the products. ([www.krav.se](http://www.krav.se))
- Organic pectin - 110 kg for the present production season. Organic pectin must meet with KRAV's standards which prohibit the use of genetically modified organisms (GMOs) and products of GMOs in certified production.

For more information, please contact:

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**RFQ NAME:** Casein Glue

**SECTOR:** Agribusiness

**DATE APPROVED:** 10/15/02

**RFQ NUMBER:** RHR20021015673

**DESCRIPTION:**

A major Croatian producer of natural glues, seeks to purchase (preferably from a manufacturer)

- 50 tons annually of casein glue for glass bottle labeling done at breweries, soft drink bottlers and food processing plants in Croatia.

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**RFQ NAME:** Biscuit Production Line

**SECTOR:** Agribusiness

**DATE APPROVED:** 10/8/02

**RFQ NUMBER:** RRO20021008632

**DESCRIPTION:**

A large Romanian producer and processor of grains is interested to purchase a

- Cream/chocolate biscuit production and packaging line.

A representative from the company will be attending IEFPP/Pack Expo from November 3-7 in Chicago. The representative will be available to meet with any interested parties in person at that time to further discuss this opportunity.



IEFP is the premier trade show of the food processing industry. IEFEP exhibitors will demonstrate state-of-the-art equipment, supplies and services in the fruit and vegetable, beverage, bakery, confectionery, fresh cut produce, prepared foods, can-making, meat, dairy and snack food industries. For more information, please visit the IEFEP 2002 website at [www.processfood.com/iefp/](http://www.processfood.com/iefp/).

PACK EXPO International is the premier trade show for the packaging machinery industry. PACK EXPO International 2002 will showcase the latest innovations in packaging machinery, converting machinery, materials, packages and containers, controls, software, components, fabrication, robotics and design systems. For more information, International, please visit <http://pei2002.packexpo.com/pei2002/>

IEFP and PACK EXPO, which will be held in Chicago, IL, from November 3-7, 2002, are expected to attract over 1,900 exhibiting companies from over 60 countries.

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**RFQ NAME: Cereal extrusion line**

**SECTOR: Agribusiness**

**DATE APPROVED: 10/8/02**

**RFQ NUMBER: RRO20021008633**

**DESCRIPTION:**

A Romanian company, a large producer and processor of grains, is interested to purchase  
- A cereal extrusion line to produce breakfast cereals (to be eaten with honey, nut, chocolate)

A representative from the company will be attending IEFEP/Pack Expo from November 3-7 in Chicago. The representative from the company will be available to meet with any interested parties in person at that time to further discuss this opportunity.

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**RFQ NAME: Degerminated corn, rape seed oil production: JV Partner**

**SECTOR: Agribusiness**

**DATE APPROVED: 10/8/02**



**RFQ NUMBER: RRO20021008635**

**DESCRIPTION:**

A Romanian company, a large flour mill bakery and dairy processor, would like to find a joint venture partner for degerminated corn and rape seed oil production.

The company already has the land and the production hall and would like to find a partner who can contribute the know-how and the necessary production equipment.

A manager at the company will be attending IEFPPack Expo from November 3-7 in Chicago and will be available to meet with interested parties in person at that time to further discuss this opportunity.

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**RFQ NAME: Processing line for fruits and vegetables**

**SECTOR: Agribusiness**

**DATE APPROVED: 10/10/02**

**RFQ NUMBER: RAL20020904299**

**DESCRIPTION:**

A fruit and vegetable supplier in Albania, seeks to purchase  
- a processing line for fruits and vegetables  
- fruit and vegetable storage systems.

A representative from the company will be attending IEFPPack Expo from November 3-7 in Chicago. The representative from the company will be available to meet with any interested parties in person at that time to further discuss this opportunity.

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**RFQ NAME: Flour mill equipment and license**

**SECTOR: Agribusiness**

**DATE APPROVED: 10/16/02**

**DESCRIPTION:**

A Romanian producer and processor of grains is interested to purchase

- two modular flour mills with a capacity of 60 tons/24 hours.

Our preference is for a KICE model, but we are open to offers from other manufacturers.

A representative from the company will be attending IEFPP/Pack Expo from November 3-7 in Chicago. The representative from the company will be available to meet with any interested parties in person at that time to further discuss this opportunity.

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**RFQ NAME: JV in developing new crop and agricultural infrastructure**

**SECTOR: Agribusiness**

**APPROVED DATE: 10/16/02**

**RFQ NUMBER: RRO20020917410**

**DESCRIPTION:**

A Romanian producer and trader of grain, who also provides storage, processing and agricultural consulting services, is looking for a partner

- to develop new crops and

- to install modern agricultural irrigation equipment on its farm land.

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**RFQ NAME: Methocel cellulose, DLP resin and paper bags**



**SECTOR: Construction**

**DATE APPROVED: 10/10/02**

**RFQ NUMBER: RAL20021001577**

**DESCRIPTION:**

An Albanian manufacturer of starch, putty, and ready-made plaster is seeking to purchase the following products:

1. Methocel 267 - 5MT/month
2. Methocel 306 - 5 MT/month
3. DLP resin - 5 MT/month
4. Paper bags - 30,000 bags per month: bags need to have three layers, two of paper (outside) and one of PVC-polyvinyl chloride (inside for conservation).

The first three materials are used as raw materials to produce fine concrete and starch. The paper bags will be used to pack fine concrete and starch. Each paper bags should contain 25 kg as well as a valve with 160 mm of diameter.

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**RFQ NAME: Ice Cream, Fish Canning Machinery**

**SECTOR: Consumer Goods**

**DATE APPROVED: 10/08/02**

**RFQ NUMBER: RAL20020905312**

**DESCRIPTION:**

An Albanian distributor of bakery products and seafood wishes to diversify into production of ice cream and processing of fish.

The company is interested in purchasing machinery for

- (1) ice cream production and
- (2) fish canning.

The company would also be very interested to enter in negotiations with potential joint venture partners.

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**RFQ NAME: Reconstruction of Coke Calcining Plant**

**SECTOR: Environment & Energy Technology**

**DATE APPROVED: 10/11/02**

**RFQ NUMBER: RHR20021011657**

**DESCRIPTION:**

A firm in Croatia seeks a US partner for technical support in the reconstruction and modernization of existing calcining plant for green oil coke.

The plant was constructed in 1967 and has never been able to achieve projected capacity. The current plant capacity is 10 tons per hour. A major Croatian oil company is preparing the project for the reconstruction of the coke plant.

The company is among the selected bidders. To win the project, the company seeks technical support from an experienced company.

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**RFQ NAME: Orthopedic products**  
**SECTOR: Health Technology**  
**DATE APPROVED: 10/10/02**  
**RFQ NUMBER: RHU20021010644**  
**DESCRIPTION:**

A Hungarian manufacturing and distributor company seeks to purchase orthopedic, orthotics and physical therapy products from USA.

The company is interested in not only the direct purchase but is ready to represent a US company in Hungary and distribute its products.

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**RFQ NAME: ERP Solutions and Software Development**  
**SECTOR: Other**  
**DATE APPROVED: 10/16/02**  
**RFQ NUMBER: RBG20021016676**  
**DESCRIPTION:**

A Bulgarian IT company seeks a partner in Macedonia and Serbia to work on joint projects

- In ERP solution implementation and
- Software development of management information systems for midsize companies and organizations.

The projects will include development and implementation of software products and information systems for the manufacturing, pharmaceutical, distribution and government sectors.

The scope of its systems covers Sales and Distribution, Planning and Materials Management, Manufacturing and Production, Finance and Accounting, HR Management Activities of organizations.

The technology should include client/server, Windows interface, event-driven and object-oriented programming, Internet and Intranet applications.

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